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“... the 2007 fiscal year was one of the most successful years ever for the South Carolina District Office.”

2007: A (Great) Year in Review

A Message from District Director Elliott Cooper

The South Carolina District Office has had a banner year thanks to many of you: our lenders, resource partners and supporters. With an eight percent increase in our total number of loans from the 2006 fiscal year and significant increases in loans to underserved markets, the 2007 fiscal year was one of the most successful years ever. The 2007 fiscal year saw the following loan increases: a 21 percent increase in loans to black small business owners, a 150 percent increase to American Indians, a 14.5 percent increase in loans to Asian and Pacific Islanders, a 12 percent increase to women, and an 11.5 percent increase to veteran business owners.

Loan numbers were only part of what made 2007 great. During fiscal year 2007, South Carolina firms participating in the SBA 8(a) Business Development Program received a record high 100 contract offers totaling \$578 million. We are pleased that so many federal buyers see this program as a viable solution to their contracting needs.

Between the loan numbers and the success of our 8(a) program, the South Carolina District Office was the only SBA district office east of the Mississippi to achieve all of the goals set by the agency. We consider that quite an accomplishment!

However, none of these numbers would have been possible without our lending partners, the Small Business Development Centers, the Women's Business Center, SCORE, the federal purchasers and the chambers of commerce. Motivational speaker and author Paul J. Meyer once wrote: *“Productivity is never an accident. It is always the result of a commitment to excellence, intelligent planning, and focused effort.”* We thank you for your commitment to excellence in serving the state's small businesses, your assistance in the planning and implementation of statewide initiatives, and most of all for your focused effort.

A New Year, a New Office: The Charleston AWS

This month, we opened an Alternate Worksite (AWS) in Charleston to serve the coastal region from Jasper county to Horry County. Paul Thomas, a 28 year veteran of the SBA, has joined our staff as the AWS manager. Paul comes to us from the North Florida District Office where he was Lender Relations Specialist and the Veterans Affairs Officer. In addition to his AWS managerial duties, Paul — a retired Air Force Master Technical Sergeant and qualified parachutist — will also be the SBA Veterans Affairs Officer for South Carolina.

The Alternate Worksite office will be temporarily located in the Charleston Small Business Development Center at 5900 Core Drive, Suite 104 in North Charleston. The AWS telephone number is (843) 225-0006.

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FY 2007 LENDER PRODUCTION TOTALS

7(a) Loans

LENDER	# OF LOANS	\$ AMOUNT
Bank of America	154	3,745,000
Superior Financial Group	76	687,500
Innovative Bank	56	820,000
Capital One	55	2,450,000
Branch Banking & Trust	47	11,961,600
Business Development Corporation	35	8,482,100
Business Carolina	27	10,029,000
First Federal Savings & Loan Assoc. of Charleston	24	1,800,000
CIT Small Business Lending Corp.	20	11,302,400
Wachovia	18	7,903,400
Business Loan Center, LLC	15	5,937,000
Banco Popular North America	11	3,168,000
Community South	9	10,860,000
Small Business Loan Source	7	5,330,000
First National Business Capital	6	5,894,700
Suntrust Bank	6	594,000
UPS Capital Business Credit	5	2,199,000
Beach First National Bank	4	2,985,000
PNC Bank, NA	4	1,459,000
Excel National Bank	3	4,399,900
United Central Bank	3	2,914,000
Comerica Bank	3	2,188,000
NCB, FSB	3	1,395,000
Newtek Small Business Finance, Inc.	3	1,327,600
Home Loan Investment Bank, FSB	3	1,155,000
Merrill Merchants Bank	3	850,000
Ameris Bank	3	753,350
Haven Trust Bank	3	420,000

7(a) Loans (Continued)

LENDER	# OF LOANS	\$ AMOUNT
Bank of Travelers Rest	2	2,120,000
Coastal States Bank	2	1,960,000
Mountain First Bank & Trust Co.	2	1,575,000
Mainstreet Lender 7(a), LLC	2	1,545,700
First National Bank of Nassau County	2	1,075,000
Temecula Valley Bank	2	1,036,000
Greer State Bank	2	589,161
American Community Bank	2	485,110
Regions Bank	2	360,000
Stearns Bank N.A.	2	349,500
Community West Bank	2	316,500
First National Bank of Griffin	1	2,000,000
United Community Bank	1	1,410,000
Hanmi Bank	1	1,200,000
First Bank	1	980,000
United Midwest Savings Bank	1	965,000
Irwin Franchise Capital Corp.	1	535,000
Bank of Granite	1	500,000
Business Lenders, LLC	1	460,000
Compass Bank	1	448,000
RBC Centura Bank	1	350,000
Wilshire State Bank	1	313,000
Saehan Bank	1	300,000
Sentry Bank & Trust	1	200,000
Mound City Bank	1	135,000
Vantus Bank	1	97,700
Unity Bank	1	90,000
Wells Fargo Bank, NA	1	30,000

GRAND TOTAL

645

\$134,436,221

504 Loans

Lender	# of Loans	\$ Amount
Certified Development Corporation	47	23,681,000
Appalachian Development Corporation	13	8,796,000
Provident Business Financial Services	6	3,616,000
Catawba Regional Development Corporation	6	2,472,000
Small Business Assistance Corporation	5	1,914,000
CSRA Local Development Corporation	2	828,000

GRAND TOTAL

79

\$41,307,000

*Get Involved:***THE 2008 SBA SOUTH CAROLINA SMALL BUSINESS AWARDS**

Just a reminder: The SBA South Carolina District Office is accepting nominations for the 2008 SBA South Carolina Small Business Awards, including the Small Business Person of the Year award. Recent award winners include Caromex International, Inc. – the 2006 SBA Small Business Exporter of the Year for both the state and the southeast region – which has since gone on to expand from a “mom and pop” operation to an international player in the global marketplace. We have many more successful small businesses in South Carolina with great stories to tell. Help us share their stories by submitting your nominations.

The South Carolina Small Business Person of the Year winner attends the national Small Business Week celebration in Washington, D.C., to compete for the title of National Small Business Person of the Year. Other small business awards include:

- Small Business Exporter of the Year,
- Jeffrey Butland Award for Family-Owned Small Business of the Year, and
- SBA Young Entrepreneur of the Year.

Small Business Champion awards include:

- Financial Services Champion,
- Home-based Business Champion,
- Minority Small Business Champion,
- Small Business Journalist; Veteran Small Business Champion, and
- Women in Business Champion.

Winners of the small business and champion awards go on to compete at the regional and—if eligible—national level. (Nominees for champion awards do not need to be small businesses.)

The deadline for submitting nomination packages has been extended to Friday, December 14. For a full list of all award categories and for instructions on creating a nomination package, see the 2008 nomination guidelines at www.sba.gov/sc under the Spotlight heading. If you have any questions, please contact Anna Huntley at (803) 253-3753 or at anna.huntley@sba.gov.

Help us tell the South Carolina story, and help your members, customers and clients realize their full potential: Nominate them for a small business award.

SBA Resource Partners Reach Out to New Communities

The Small Business Development Center, an SBA Resource Partner, has opened a new location in Sumter to better serve small businesses in the Midlands area. Jim Giffin is the business consultant. Although the facility only opened its doors in mid-September, Jim has already done client counseling and made extensive contacts with area lenders and chamber of commerce leaders. He can be reached at (803) 938-3833 or at giffinj@uscsumter.edu.

Just one year after opening a branch in Florence, SCORE — another valuable SBA Resource Partner — has also formed a new branch in Georgetown. The Georgetown branch, part of the Grand Strand chapter, is currently providing counseling services in the Georgetown Chamber of Commerce and can be reached at the Grand Strand chapter's phone number at (843) 918-1079. The Georgetown branch will soon have a fully functional office in the chamber.

The SBA's Resource Partners — which include SCORE, the Small Business Development Center and the Women's Business Center — provide free and confidential small business counseling as well as training through a variety of small business workshops. Our Resource Partners are located throughout the state and are readily accessible to all small businesses.

U.S. Small Business Administration

Strom Thurmond Fed. Bldg.
1835 Assembly St.
Suite 1425
Columbia, SC 29201

Phone: 803-765-5377
Fax: 803-765-5962

The U.S. Small Business Administration was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect small businesses; to preserve free competitive enterprise; and to maintain and strengthen the nation's economy. Although SBA has grown and evolved since 1953, the bottom line remains the same: helping small businesses to start, grow and succeed.

THE SOUTH CAROLINA DISTRICT OFFICE

Elliott Cooper, *District Director*

Theresa Singleton, *Deputy District Director*

B. Dale Lowder, *District Counsel*

Staff

Susan Chavis, *Business Dev. Specialist*

Anna Huntley, *Business Dev. Asst.*

Clarissa Peak, *Program Support Asst.*

Gail Newton, *Business Dev. Specialist*

Lois Johnson, *Lender Relations Spec.*

Brenda Wilson, *Business Dev. Specialist*

Alternate Worksite Staff

Paul Thomas, *Senior Area Manager*

Help for Self-Employed Soldiers

(Excerpted From the Boston Globe—Sept. 24, 2007)

By Anna Badkhen

Before Lieutenant Mark Aldrich of the Massachusetts National Guard was deployed to Iraq for 15 months, his military commanders made sure he had a living will. They checked to see that someone would look after his children in case his wife became ill. They made certain all his vaccinations were up to date.

But no one advised him what to do about his business.

While the father of two from Amesbury was dodging roadside bombs in Iraq, his Massachusetts-based consultancy firm for the gambling industry accumulated \$80,000 in debt and was eventually taken over by a business partner. When Aldrich returned in 2005, he joined thousands of self-employed members of the National Guard and reservists who did not

know how to keep their companies afloat while they were deployed and whose businesses have faltered or collapsed...

Federal law protects members of the military who are employed by someone else from losing their jobs while they are deployed. But no such safety net exists for the troops who own their own businesses, said Lieutenant Colonel Michelle Barrett, spokeswoman for Employer Support for the Guard and Reserve, the Defense Department agency that protects the troops' employment. About 5 percent of all 1.1 million members of the National Guard and reserves are self-employed, according to Rick Breitenfeld, a National Guard spokesman.

The government has set up programs to help part-time servicemembers who are self-employed. For example, the Small Business

Administration distributes the Military Reservist Economic Injury Disaster Loan, for which the servicemembers are only eligible if they apply immediately before deployment or within the first three months after they return.

This summer, the SBA also launched the Patriot Express Pilot Loan Initiative, designed to help veterans and their spouses quickly receive \$500,000 in loans...

As noted in the Boston Globe, the SBA serves those who serve our country. Please spread the word among clients, customers and members who have fought or are fighting for our freedom that the SBA is here to help.

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